

## Message Text

UNCLASSIFIED

PAGE 01 LAGOS 02054 01 OF 02 181703Z  
ACTION COME-00

INFO OCT-01 AF-10 ISO-00 EB-08 AID-05 USIA-15 AGRE-00  
XMB-04 OES-07 IGA-02 CU-06 /058 W  
-----096846 190328Z /64  
R 171306Z FEB 78  
FM AMEMBASSY LAGOS  
TO SECSTATE WASHDC 6615  
INFO AMCONSUL IBADAN  
AMCONSUL KADUNA

UNCLAS SECTION 1 OF 2 LAGOS 2054

E.O. 11652 : NA  
TAGS : BEXP, BENC, EAID, NI  
SUBJ : FY 78 COUNTRY COMMERCIAL PROGRAM-1ST QUARTER (SEP-DEC)

REF : 77 LAGOS 13563

SUMMARY: THE YEAR CLOSED IN EXTREMELY SATISFYING FASHION WITH THE SUCCESSFUL LAGOS TRADE FAIR, NIGERIAN HEAD OF STATE'S VISIT TO WASHINGTON AND THE INITIATION OF HIGH LEVEL ECONOMIC TALKS. MAJOR PROJECTS ACTIVITY PICKED UP AS DID AID ACTIITIES, PARTICULARLY UNDER REIMBURSABLE DEVELOPMENT PROGRAMS. UNDER RDP, THE LARGE MANPOWER TRAINING PROGRAM GOT UNDER WAY. THE FIRST BILATERAL CIVIL AVAIAATION AGREEMENT WAS NEGOTIATED AND THE LONG-STANDING ABATEX ARREARAGES TO THE EXPORT-IMPORT BANK WEERE PAID. END SUMMARY.

1. FORMAL PROMOTIONS: THE HIGHLY SUCCESSFUL LAGOS INTERNATIONAL TRADE FAIR OF NOV. 27-DEC. 11 DOMINATED COMMERCIAL ACTIVITY DURING THE QUARTER AND SET A NEW RECORD FOR COMMERCE DEPARTMENT PROMOTIONS, FORCEFULLY CONCLUDING AN ENCOURAGING YEAR FOR US-NIGERIAN RELATIONS. THE NIGERIAN-AMERICAN CHAMBER OF COMMERCE SEMINAR DURING THE FAIR WAS ANOTHER OUTSTANDING SUCCESS, DRAWING A LARGE NUMBER OF THE NIGERIAN BUSINESS ELITE WHO SPOKE VIGOROUSLY AND FRANKLY. DURING THE QUARTER THE MISSION, INCLUDING THE  
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 LAGOS 02054 01 OF 02 181703Z

CONSULATES, ALSO INITIATED, CONTINUED OR COMPLETED WORK ON SEVEN SMALLER PROMOTIONAL EVENTS, INCLUDING THEIRD AND CLOSING APPEARANCE OF THE PRINTING AND GRAPHIC ARTS CATALOGUE SHOW

AT KADUNA SEPTEMBER 19-21 AND THE WATER RESOURCES SEINAR AT KANO AND LAGOS OCTOBER 17-21. COMMERCIAL LIBRARY EVENTS INCLUDED A SEPTEMBER 27 FILM AND SEMINAR ON FERTILIZER CONDUCTED WITH

THE AGRICULTURAL ATTACHE.

2. MAJOR PROJECTS/TRADE OPPORTUNITIES: LAGOS HANDLED SOME 17 MAJOR PROJECTS AND FOUR MAJOR TRADE OPPORTUNITIES. RELATIVELY NEW MAJOR PROJECTS INCLUDED PRELIMINARY ACTIVITY CONNECTED WITH THE GOVERNMENT'S NATIONAL HOUSING PROGRAM, WHICH INCLUDED A FOREIGN BUYERS DELEGATION AND AID REIMBURSABLE DEVELOPMENT PROGRAM VISITS; COMPETITION FOR MASTER PLANNING CONTRACTS FOR LAGOS AND ENUGU PLUS A SEWER SYSTEM STUDY FOR LAGOS; THE ONNE COAL PORT POSSIBILITY AND THE INTEREST OF THE NIGERIAN PRINTING AND PUBLISHING CO. IN A JOINT VENTURE. MAJOR TRADE OPPORTUNITIES INCLUDED ANOTHER ARMY BOOT CONTRACT WORTH DOLS 6.5 MILLION AND CRASH COMPETITION FOR EMERGENCY GAS TURBINE GENERATORS FOR LAGOS, WHICH IN NOVEMBER ENTERED A PROLONGED PERIOD OF ELECTRIC POWER RATIONING BECAUSE OF LOW WATER AT KAINJI DAM.

3. SECTOR COVERAGE: WITH ANOTHER OPEC OI, PRICE CONFERENCE HELD, THE PETROLEUM OFFICER CONTRIBUTED EXTENSIVE REPORTING ON NIL PRODUCTION, PRICES AND INVESTMENT. THE ELECTRIC POWER SECTOR WAS THE SUBJECT OF HALF A DOZEN REPORTS, INCLUDING AN EXTENSIVE SURVEY(A-91). IN CIVIL AVIATION, THE EMBASSY BROUGHT TOGETHER TOGETHER THE US AND NIGERIAN TEAMS TO WORK OUT THE SUCCESSFUL NEGOTIATION OF OUR FIRST FORMAL BILATERAL AIR AGREEMENT WITH NIGERIA: IT ALSO AUTHORED STATUS AND ANALYTICAL REPORTS ON THE CIVIL AVIATION SECTOR AND ON TROUBLED NIGERIAN AIRWAYS.

UNCLASSIFIED

UNCLASSIFIED

PAGE 03 LAGOS 02054 01 OF 02 181703Z

THE LONG-STANDING EXIM BANK ABATEX ARREARAGES WERE FINALLY PAID OFF BUT A TROUBLESOME INDIGENIZATION ISSUE WORSENERED. IN OTHER FINANCIAL MATTERS, COVERAGE CONTINUED ON THE EURODOLLAR LOAN AND THE FOREIGN EXCHANGE SCANDAL. OTHER SECTORAL REPORTS WERE FILED ON NUCLEAR POWER, CONSTRUCTION, THE UNDP AND THE SOUTH AFRICA QUESTION. METRIC MARKINGS FOR CONSUMER IMPORTS SUDDENLY LOOMED AS A NON-TARIFF BARRIER TO U.S. TRADE. THE SCHEDULED EXCHANGE OF VISITS BETWEEN PRESIDENT CARTER AND HEAD OF STATE OBASANJO STIMULATED SIX ANALYTICAL REPORTS ON VARIOUS ASPECTS OF THE NIGERIAN ECONOMY, WHICH WAS ALSO TREATED IN A SEMI-ANNUAL ECONOMIC TRENDS REPORT AT YEAR END.

4. AID ACTIVITIES: ONE OF THE LAST REMAINING BILATERAL PROGRAMS, POPULATION/FAMILY PLANNING, BROUGHT SEVERAL CONTRACT AGENCY VISITORS REQUIRING LOGISTIC SUPPORT AND A POLICY REVIEW. UNDER THE REIMBURSABLE DEVELOPMENT PROGRAM, IN ADDITION TO RDP ACTIVITIES ALREADY MENTIONED, THE ECONOMIC SECTION SUPPLIED FACILITATIVE OR LOGISTIC SUPPORT AND SUBSTANTIVE GUIDANCE TO THE CORPS OF ENGINEERS, ENVIRONMENTAL PROTECTION AGENCY, THE GEOLOGICAL SURVEY AND CENSUS BUREAU IN THE NEW CAPITAL CITY PROJECT. THE ECONOMIC SECTION ALSO HANDLED THE MID-LEVEL MAN-POWER TRAINING PROGRAM ARRANGING FOR 500 STUDENTS TO TRAVEL TO

THE U.S. IN JANUARY TO COMMENCE 2-YEAR TRAINING PROGRAMS.

UNCLASSIFIED

NNN

UNCLASSIFIED

PAGE 01 LAGOS 00002 181611Z  
ACTION COME-00

INFO OCT-01 AF-10 ISO-00 EB-08 AID-05 USIA-15 AGRE-00  
XMB-04 OES-07 IGA-02 CU-06 /058 W  
-----096226 190327Z /75

R 171306Z FEB 78  
FM AMEMBASSY LAGOS  
TO SECSTATE WASHDC 6616  
INFO AMCONSUL IBADAN  
AMCONSUL KADUNA

UNCLAS FINAL 2 OF 2 LAGOS 2054

5. GENERAL: VIRTUALLY ALL EMBASSY AND E/C STAFF DEVOTED CONSIDERABLE TIME TO LOGISTIC PREPARATIONS FOR THE SCHEDULED THANKSGIVING DAY VISIT OF THE PRESIDENT, LATER DEFERRED TO THIS YEAR. AS A FOLLOW-UP TO THE OBASANJO-CARTER MEETINGS IN WASHINGTON IN OCTOBER, THE SECTION ARRANGED A 5-DAY SERIES OF CONFERENCES, PROVIDING EXTENSIVE LOGISTIC AND SUBSTANTIVE SUPPORT FOR TEAMS FROM WASHINGTON AND THE FMG CARRYING OUT A HIGH LEVEL DIALOGUE HERE NOVEMBER 7-9 ON ECONOMIC, COMMERCIAL AND DEVELOPMENTAL ISSUES. THIS WAS THE FIRST MEETING EVER HELD BY THE USG WITH A BROAD RANGE OF NIGERIAN MINISTRIES. OTHER NOTEWORTHY ACTIVITIES INCLUDED A VISIT BY MANHATTAN BOROUGH PRESIDENT PERCY SUTTON, ASSISTANCE IN INVESTIGATING A 707 CRASH LANDING AT LAGOS AIRPORT AND THE CONTROVERSY OVER LAGOS HARBOR PIRACY.

6. PROGRAM ADMINISTRATION: THE ECONOMIC SECTION HANDLED APPROXIMATELY 500 LETTERS AND 900 VISITORS, OF WHOM VERY FEW MADE PRIOR APPOINTMENTS BECAUSE OF INOPERATIVE TELEPHONES. PATRICIA BRADLEY BECAME E/C OFFICER AT KADUNA AND HAD A WEEK'S ORIENTATION AT THE EMBASSY. TWO LOCAL COMMERCIAL EMPLOYEES ATTENDED TRAINING COURSES AT ABIDJAN AND WORK COMMENCED ON THE FY 1979 CCP AND ON MEASURING COMMERCIAL PROGRAM COSTS IN RESPONSE TO A CONGRESSIONAL REQUEST. ONE OFFICER POSITION REMAINED UNFILLED IN LAGOS.

UNCLASSIFIED

UNCLASSIFIED

PAGE 02 LAGOS 00002 181611Z

EASUM

UNCLASSIFIED

NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** ECONOMIC REPORTS, TRADE FAIRS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 17 feb 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 jan 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1978LAGOS02054  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D780088-0785  
**Format:** TEL  
**From:** LAGOS  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1978/newtext/t19780242/aaaabjly.tel  
**Line Count:** 173  
**Litigation Code IDs:**  
**Litigation Codes:**  
**Litigation History:**  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Message ID:** 45f8a2d4-c288-dd11-92da-001cc4696bcc  
**Office:** ACTION COME  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 4  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** 77 LAGOS 13563  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
**Review Date:** 22 feb 2005  
**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 3563744  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** FY 78 COUNTRY COMMERCIAL PROGRAM-1ST QUARTER (SEP-DEC)  
**TAGS:** BEXP, BENC, EAID, NI  
**To:** STATE  
**Type:** TE  
**vdkgvwkey:** odb://SAS/SAS.dbo.SAS\_Docs/45f8a2d4-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
EO Systematic Review  
20 Mar 2014  
**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014